

*Available for Acquisition*  
**Packager and Distributor of Fresh Produce**  
 California Headquarters

**Description:** The Company specializes in procuring, consolidating, repacking, warehousing and distributing a variety of specialty packed fruits and vegetables to independent stores, distributors and large retailers. The Company purchases the highest quality organic and non-organic produce from a broad worldwide network of farmers.

Since its inception in 1991, the Company has developed an outstanding reputation for delivering quality well-packaged contaminant-free produce. The Company's staff of approximately 200 employees has significant experience ensuring all customer needs are consistently exceeded.

**Industry:** The U.S. fresh produce wholesaler industry includes about 5,000 establishments (single-location companies or units of multi-location companies) that generate annual revenue of about \$65 billion.

**Reason for selling:** Retirement.

**Financial Overview:**

	<u>2015</u>	<u>2016</u>	<u>Proforma 2017</u>
Sales	31,971,998	35,151,075	37,659,348
Cost Of Goods Sold	<u>29,060,893</u>	<u>30,458,422</u>	<u>33,462,563</u>
Gross Profit	<u>2,911,104</u>	<u>4,692,653</u>	<u>4,196,785</u>
Total Expenses	<u>1,455,046</u>	<u>1,586,401</u>	<u>1,503,944</u>
Net Income	<u><u>1,456,058</u></u>	<u><u>3,106,252</u></u>	<u><u>2,692,841</u></u>
<b>EBITDA</b>			
Total Add Backs	<u>481,848</u>	<u>442,140</u>	<u>713,000</u>
Total EBITDA	<u>1,937,907</u>	<u>3,548,392</u>	<u>3,405,841</u>



**ACQUISITION HIGHLIGHTS**

**The Company offers a prospective acquirer the following strategic benefits and opportunities:**

- ◆ Modern facilities and well-maintained trucks and capital equipment;
- ◆ Established long-term relationships with well-known national retail grocery chains;
- ◆ Established relationships with a broad network of suppliers;
- ◆ Experienced workforce that takes pride in the quality of their work; many employees have been with the Company for more than five years;
- ◆ Excellent customer service reputation: The Company prides itself on coordinating schedules and budgets to customer specifications to make certain all deliveries include quality products that arrive on time;
- ◆ The Company owns and operates from facilities that cover just over 4.5 acres adjacent to a major freeway. The buildings on the property consist of a wholesale area of approximately 21,500 square feet, a retail area of 3,500 square feet, a storage area of 5,000 square feet, a new building with 5,000 square feet of cooler storage space and a 900 square foot freezer. There is also a residential house of 1,400 square feet. Ownership is open to either selling the facilities as part of the transaction or providing the buyer a long term lease.

**For further information, please contact:**

**David Ryan**  
[Dryan@Uptonco.com](mailto:Dryan@Uptonco.com)  
 (707) 523-9651



[www.uptonco.com](http://www.uptonco.com)

**Walt Lipski**  
[Wlipski@Uptonco.com](mailto:Wlipski@Uptonco.com)  
 (480) 666-5556

131 Stony Circle, Ste. 500  
 Santa Rosa, CA 95401

7373 E Doubletree Ranch Rd, Ste 200  
 Scottsdale, AZ 85258

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